

## **EXHIBIT C**

October 5, 1994

EXPRESS SCRIPTS  
14000 Riverport Dr.  
St. Louis, MO 63043

Dear Customer Service Department:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item</u> <u>Number</u>	<u>NDC</u> <u>Number</u> (0003)	<u>Product</u> <u>Description</u>	<u>Whole-</u> <u>sale</u> <u>Price</u>	<u>Direct</u> <u>Price</u>	<u>Approx.</u> <u>Ship</u> <u>Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

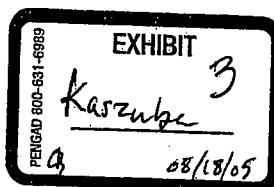
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Trade Secret/  
FOIA Confidential

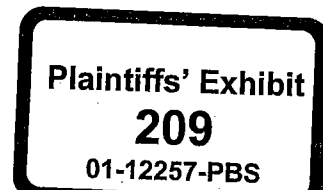
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BMV/PLB/007/075/0000197

HIGHLY CONFIDENTIAL



BMSAWP/0000597



October 5, 1994

FIRST DATA BANK  
1111 Bayhill Dr.  
Suite 350  
San Bruno CA 94066

Dear Ms. Rader:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item</u> <u>Number</u>	<u>NDC</u> <u>Number</u> (0003)	<u>Product</u> <u>Description</u>	<u>Whole-</u> <u>sale</u> <u>Price</u>	<u>Direct</u> <u>Price</u>	<u>Approx.</u> <u>Ship</u> <u>Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

Trade Secret/  
FOIA Confidential

BMYP/LB/007/075/0000198

BMS - 0009168

HIGHLY CONFIDENTIAL

BMSAWP/0000598

October 5, 1994

FIRST DATA BANK  
Manager, Database Operations  
1111 Bayhill Drive  
San Bruno, CA 94066

Dear Mr. Edelstein:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item</u> <u>Number</u>	<u>NDC</u> <u>Number</u> (0003)	<u>Product</u> <u>Description</u>	<u>Whole-</u> <u>sale</u> <u>Price</u>	<u>Direct</u> <u>Price</u>	<u>Approx.</u> <u>Ship</u> <u>Date</u>
5040-75	5040-75	ATENOLOL 50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

Trade Secret/  
FOIA Confidential

BNY/PLB/007/075/0000199

BMS - 0008169

HIGHLY CONFIDENTIAL

BMSAWP/0000599

October 5, 1994

MEDCO CONTAINMENT SVCS.  
Mail Stop AM-2  
100 Summit Ave.  
Montvale, NJ 07645

Dear Ms. Morales:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item Number</u>	<u>NDC Number</u> (0003)	<u>Product Description</u>	<u>Whole- sale Price</u>	<u>Direct Price</u>	<u>Approx. Ship Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

BMY/PLB/007/075/0008200

Trade Secret/  
FOIA Confidential

BMS - 0009170

HIGHLY CONFIDENTIAL

BMSAWP/0000600

October 5, 1994

MEDICAL ECONOMICS DATA  
5 Paragon Dr.  
Montvale, NJ 07645-1742

Dear Mrs. Flanagan:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item Number</u>	<u>NDC Number</u> (0003)	<u>Product Description</u>	<u>Whole- sale Price</u>	<u>Direct Price</u>	<u>Approx. Ship Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

BMYP/LB/007/075/0000201

Trade Secret/  
FOIA Confidential

BMS - 0009171

HIGHLY CONFIDENTIAL

BMSAWP/0000601

October 5, 1994

MEDISPAN  
425 Woodfield Crossing Blvd  
Indianapolis IN 46240-0930

Dear Ms. Jones:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item Number</u>	<u>NDC Number</u> (0003)	<u>Product Description</u>	<u>Whole- sale Price</u>	<u>Direct Price</u>	<u>Approx. Ship Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

Trade Secret/  
FOIA Confidential

BMYP/LB/007/075/0000202

BMS - 0009172

HIGHLY CONFIDENTIAL

BMSAWP/0000602

October 5, 1994

PCS, INC  
9501 East Shea Blvd.  
Scottsdale AZ 85260

Dear Ms. Brown:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item</u> <u>Number</u>	<u>NDC</u> <u>Number</u> (0003)	<u>Product</u> <u>Description</u>	<u>Whole-</u> <u>sale</u> <u>Price</u>	<u>Direct</u> <u>Price</u>	<u>Approx.</u> <u>Ship</u> <u>Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

Trade Secret/  
FOIA Confidential

BMYP/LB/007/075/0000203

BMS - 0009173

HIGHLY CONFIDENTIAL

BMSAWP/0000603



October 5, 1994

PHARMA LINK, INC.  
6717 Shawnee Mission Parkway  
Overland Park KS 66202

Dear Customer Service Department:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item</u> <u>Number</u>	<u>NDC</u> <u>Number</u> (0003)	<u>Product</u> <u>Description</u>	<u>Whole-</u> <u>sale</u> <u>Price</u>	<u>Direct</u> <u>Price</u>	<u>Approx.</u> <u>Ship</u> <u>Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

**Trade Secret/  
FOIA Confidential**

BMY/PLB/007/075/0000204

BMS - 0009174

HIGHLY CONFIDENTIAL

BMSAWP/0000604

October 5, 1994

PROFESSIONAL DRUG SYSTEMS  
Suite 250  
530 Maryville Drive  
St. Louis, MO 63141

Dear Ms. Green:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item Number</u>	<u>NDC Number (0003)</u>	<u>Product Description</u>	<u>Whole- sale Price</u>	<u>Direct Price</u>	<u>Approx. Ship Date</u>
5040-75	5040-75	50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

Trade Secret/  
FOIA Confidential

BMV/PLB/007/075/0000205

BMS - 0009175

HIGHLY CONFIDENTIAL

BMSAWP/0000605

October 5, 1994

PROFESSIONAL DRUG SYSTEMS  
Suite 250  
530 Maryville Drive  
St. Louis, MO 63141

Dear Ms. Melton:

Apothecon, a Bristol-Myers Squibb Company introduced a new size for ATENOLOL TABLETS 50 mg, bottle of 1000. Listed below is the product information and the wholesale/direct price required to update your National Drug Data File.

<u>Item</u> <u>Number</u>	<u>NDC</u> <u>Number</u> (0003)	<u>Product</u> <u>Description</u>	<u>Whole-</u> <u>sale</u> <u>Price</u>	<u>Direct</u> <u>Price</u>	<u>Approx.</u> <u>Ship</u> <u>Date</u>
5040-75	5040-75	ATENOLOL 50 mg tablet bottle of 1000	\$500.00	\$526.32	10/7/94

If you require additional information, I may be reached at 609-897-4741.

Sincerely,

D. M. Kaszuba  
Senior Pricing Analyst

DMK:td

Trade Secret/  
FOIA Confidential

BMYPLE/007/075/0000206

BMS - 0009176

BMSAWP/0000606

HIGHLY CONFIDENTIAL

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BMSAWP/0000607

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BATES LABEL RANGE

BMS - 0009178

BMSAWP/0000608

**APOTHECON**

P.O. Box 4500 Parsippany, NJ 08854-4500 809.897.2000

May 14, 1993

Rico Health Services Corp.  
 - Chattanooga  
 Purchasing Department  
 200 North Holly Street  
 Chattanooga, TN 37404

**Purchasing Department:**

It has come to my attention through your corporate office, that there is some confusion regarding Apothecon's recent price change on oral antibiotics. You were instructed by Dan Dorsey in late March to revise your acquisition cost, effective 4/1, as per the attached schedule. These prices are correct. This attachment was provided by Steve Snyder of the AHSC corporate office and shows your current cost and net sell. Please confirm that your system shows this pricing. Subsequently, you received a letter from Denise Kaszuba of the Bristol-Myers Squibb contracts department dated April 23rd. Please disregard this letter as it was issued in error. The error was a result of a decision to temporarily extend 1992's price through 6/30/93 in order to accommodate AHSC's printing and production deadlines for the Premier Rx program. As it turned out, there was time to adjust the prices in your Premier Rx catalog. Denise was unaware that your organization was able to accommodate our timeframe and issued her letter.

Again, the correct prices are attached and were effective on 5/12/93. These prices remain among the most competitive in the trade.

Finally, I am pleased to inform you of the following revision to our contract with Family Pharmacy (Bid #174513):

<u>NDC#</u>	<u>Description</u>	<u>Original Price</u>	<u>New Price</u>
0003-5040-50	Atenolol/50 mg, 100's	\$ 8.50	\$ 7.50
0003-5240-50	Atenolol/100 mg, 100's	\$15.00	\$12.00

These new prices were effective on 5/12/93 and will expire on 12/31/93. Please adjust the pricing in your system accordingly.

BMY/PLB/007/075/0000217



A Bristol-Myers Squibb Company

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FOIA Confidential

BMS - 0009179


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BMSAWP/0000609

- 2 -

I apologize for any confusion or inconvenience that this situation may have created. Bristol-Myers Squibb and Apothecon appreciate your continued support. Please contact me at (609) 897-2428 in the event that you have questions or need additional information.

Sincerely,



Michael J. Guidotti  
Wholesale National Accounts

MJG:br

Attachment

cc: U. Bilinsky  
D. Dorsey  
D. Kaszuba  
B. Jenkins  
L. Latney  
S. Snyder

Trade Secret/  
FOIA Confidential

BMY/PLB/007/075/0000218

BMS - 0009180

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BMSAWP/0000610

## Alco Health Services Corporation



## ANSC Premier costs and net sell prices (Apothecon)

GENERIC NAME	SIZE	NDC #	CUR COST	\$ NET SELL
Amoxicillin 125mg O/S	100ml	0003-1737-40	\$ 1.09	\$ 1.25
Amoxicillin 125mg O/S	150ml	0003-1737-45	\$ 1.27	\$ 1.45
Amoxicillin 125mg O/S	80ml	0003-1737-30	\$ 1.05	\$ 1.15
Amoxicillin 250mg Cap	100	0003-0101-50	\$ 6.43	\$ 6.95
Amoxicillin 250mg Cap	500	0003-0101-60	\$ 26.31	\$ 27.95
Amoxicillin 250mg O/S	100ml	0003-1738-40	\$ 1.62	\$ 1.80
Amoxicillin 250mg O/S	150ml	0003-1738-45	\$ 1.86	\$ 2.10
Amoxicillin 250mg O/S	80ml	0003-1738-30	\$ 1.53	\$ 1.70
Amoxicillin 500mg Cap	50	0003-0109-45	\$ 6.04	\$ 6.60
Amoxicillin 500mg Cap	500	0003-0109-60	\$ 50.95	\$ 53.65
Ampicillin 125mg O/S	100ml	0003-0969-09	\$ 1.02	\$ 1.15
Ampicillin 125mg O/S	150ml	0003-0969-52	\$ 1.45	\$ 1.60
Ampicillin 125mg O/S	200ml	0003-0969-61	\$ 1.52	\$ 1.70
Ampicillin 250mg Cap	100	0003-0122-50	\$ 4.43	\$ 4.85
Ampicillin 250mg Cap	500	0003-0122-60	\$ 17.75	\$ 19.10
Ampicillin 250mg O/S	100ml	0003-0972-52	\$ 1.34	\$ 1.45
Ampicillin 250mg O/S	150ml	0003-0972-47	\$ 1.89	\$ 2.10
Ampicillin 250mg O/S	200ml	0003-0972-61	\$ 2.26	\$ 2.45
Ampicillin 500mg Cap	100	0003-0134-50	\$ 8.11	\$ 8.85
Ampicillin 500mg Cap	500	0003-0134-60	\$ 32.83	\$ 35.70
Cephalexin 125mg O/S	100ml	0003-2201-30	\$ 2.67	\$ 2.90
Cephalexin 125mg O/S	200ml	0003-2201-40	\$ 5.03	\$ 5.50
Cephalexin 250mg Cap	100	0003-0749-50	\$ 8.79	\$ 9.45
Cephalexin 250mg Cap	500	0003-0749-60	\$ 36.25	\$ 39.40
Cephalexin 250mg O/S	100ml	0003-2202-30	\$ 4.93	\$ 5.35
Cephalexin 250mg O/S	200ml	0003-2202-40	\$ 7.94	\$ 8.60
Cephalexin 500mg Cap	100	0003-0874-50	\$ 16.17	\$ 17.40
Cephalexin 500mg Cap	500	0003-0874-60	\$ 71.43	\$ 76.80
Cephadrine 125mg O/S	100ml	0003-1193-50	\$ 6.10	\$ 6.65
Cephadrine 125mg O/S	200ml	0003-1193-80	\$ 12.06	\$ 13.10
Cephadrine 250mg Cap	100	0003-0113-50	\$ 55.63	\$ 59.85
Cephadrine 250mg Cap	24	0003-0113-24	\$ 13.98	\$ 15.20
Cephadrine 250mg O/S	100ml	0003-1194-50	\$ 11.45	\$ 12.45
Cephadrine 250mg O/S	200ml	0003-1194-80	\$ 22.65	\$ 24.35
Cephadrine 500mg Cap	100	0003-0114-50	\$109.26	\$117.50
Cephadrine 500mg Cap	24	0003-0114-26	\$ 27.51	\$ 29.60
Cloxacillin 250mg Cap	100	5778-3602-81	\$ 12.68	\$ 13.80
Cloxacillin 500mg Cap	100	5778-3603-81	\$ 25.34	\$ 27.55
Dicloxacillin 250mg	100	57783-6048-1	\$ 15.75	\$ 17.15
Dicloxacillin 500mg	100	57783-6058-1	\$ 30.28	\$ 32.55
Pen VK 125mg O/S	100ml	0003-0681-45	\$ 1.01	\$ 1.15
Pen VK 125mg O/S	200ml	0003-0681-54	\$ 1.57	\$ 1.70
Pen VK 250mg O/S	100ml	0003-0682-44	\$ 1.19	\$ 1.35
Pen VK 250mg O/S	200ml	0003-0682-54	\$ 1.75	\$ 1.95
Pen VK 250mg Round	100	0003-0115-50	\$ 2.45	\$ 2.65
Pen VK 250mg Round	1000	0003-0115-75	\$ 18.11	\$ 19.65
Pen VK 500mg Round	100	0003-0116-50	\$ 3.90	\$ 4.25
Pen VK 500mg Round	1000	0003-0116-75	\$ 34.02	\$ 36.60
Tetracycline 250mg	100	0003-0655-40	\$ 2.18	\$ 2.35
Tetracycline 250mg	1000	0003-0655-60	\$ 16.46	\$ 17.90
Tetracycline 500mg	100	0003-0763-40	\$ 3.09	\$ 3.35
Tetracycline 500mg	500	0003-0763-50	\$ 15.61	\$ 16.95

Trade Secret/  
FOIA Confidential

BMY/PLB/007/075/0000219

BMS - 0009181

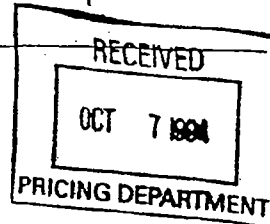
BMSAWP/0000611

HIGHLY CONFIDENTIAL



## Memorandum

APOTHECON



To: D. Kaszuba

Date: September 9, 1994

From: T. Crew *TC*C.C.: N. DiMaio  
F. HamerB. Jenkins  
S. TarriffSubject: ATENOLOL 50MG 1000'S WHOLESALE PRICE

**RECOMMENDATION:** It is recommended that the attached wholesale list price for Apothecon's new atenolol 50mg 1000's code be established.

**BACKGROUND:** In order to accomplish a speedy market introduction of atenolol 50mg 1000's, a wholesale list price needs to be created. The price is set to establish an AWP that is competitive with other generic offerings. Please note that this wholesale price will not reflect actual selling price, since Apothecon sells atenolol primarily at contract or special offer pricing.

**ACTION:** Please approve the attached wholesale list price for Apothecon's atenolol 50mg 1000's.

APPROVED:

Nick DiMaio

9/9/94  
Date

APPROVED:

Scott Tarriff

Date

APPROVED:

Ron Rydell

9/22  
Date

APPROVED:

Lee Burg

Date

APPROVED:

Joe S. S. S.

9/25  
Date

APPROVED:

Sam Barker

9/30  
Date

TC/ig

Trade Secret/  
FOIA Confidential

BMY/PLB/0071075/0000220



A Bristol-Myers Squibb Company

BMS - 0009182

HIGHLY CONFIDENTIAL

BMSAWP/0000612

ATENOLOL 50MG 1000'S WHOLESALE PRICE

<u>NDC #</u>	<u>DESCRIPTION</u>	<u>APOTHECON WHOLESALE LIST PRICE</u>	<u>APOTHECON ANTICIPATED AWP</u>
0003-5040-75	50MG TABLETS BOTTLE OF 1000	\$500.00 -	\$625.00

BMV/PLB/007/075/0000221

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FOIA Confidential

BMS - 0009183

HIGHLY CONFIDENTIAL

BMSAWP/0000613

*Att:*  
*J. Bliss*

Trade Secret/  
FOIA Confidential

BMS - 0009184

BMY/PLB/007/075/0000222

HIGHLY CONFIDENTIAL

BMSAWP/0000614

Should 10-31-84  
Battle of 1000 will be reported  
in the next annual report &  
does not require prior approval  
(as per John Heidgen - Reg. Affs. 2472)

BMY/PLB/007/075/0000223

Trade Secret/  
FOIA Confidential

BMS - 0009185

HIGHLY CONFIDENTIAL

BMSAWP/0000615

	<u>1st Shipped Date</u>
50mg.	4-92
100mg.	" "

BMYP/LB/007/075/0000224

T. Crew 2468 (Stacy)

Trade Secret /  
FOIA Confidential

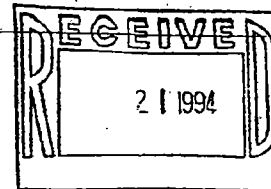
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BMSAWP/0000616

HIGHLY CONFIDENTIAL

# Memorandum

**APOTHECON**



To: D. Kaszuba

Date: September 16, 1994

From: T. Crew *TC*

C.C.: V. Bilinsky  
N. DiMaio  
K. Cokus  
F. Hamer  
B. Jenkins  
F. Stiefel  
S. Tarriff

Subject: ATENOLOL 50MG 1000'S

Denise,

Effective immediately, please add atenolol 50mg 1000's at the indicated price to all Wholesaler Pricing Levels.

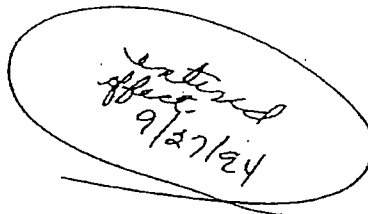
<u>NDC #</u>	<u>DESCRIPTION</u>	<u>WHOLESALE LEVEL PRICE</u>
59772-5040-75	50MG TABLETS BOTTLE OF 1000	\$47.47

Thank you for your assistance in this matter.

APPROVED:

*[Signature]*  
SCOTT TARRIFF

*9/16*  
DATE



TC/g

BMV/PLB/007/075/0000225



A Bristol-Myers Squibb Company

Trade Secret/  
FOIA Confidential

BMS - 0009187

HIGHLY CONFIDENTIAL

BMSAWP/0000617



## Memorandum

APOTHECON

To: Denise Kaszuba  
 From: George Stevenson  
 Subject: ATENOLOL WITH CHLORTHALIDONE PRICING

Date: July 17, 1998  
 C.C.: M.E. Campion  
 T. Crew  
 L. Croucher  
 F. Hamer  
 M. Jafolla  
 R. Lane  
 B. Marth

**RECOMMENDATION:** It is recommended that the attached wholesale list prices be established for Apothecon's atenolol with chlorthalidone tablets scheduled to launch August 19, 1998.

**BACKGROUND:** To accomplish a rapid market introduction of atenolol with chlorthalidone, wholesale list prices must be established. These wholesale prices do not reflect actual selling prices, as atenolol with chlorthalidone tablets will be sold primarily at contract or special offer pricing.

**ACTION:** Please approve the attached wholesale list prices for Apothecon's atenolol with chlorthalidone tablets.

APPROVED:

F. Hamer

Date

APPROVED:

Lynn Croucher

Date

APPROVED:

Bill Marth

Date

APPROVED:

Miko Jafolla

Date

APPROVED:

Mary Ellen Campion

Date

APPROVED:

Rick Lane

Date

APPROVED:

T. Crew

Date

BMY/PLB/007/075/0000266

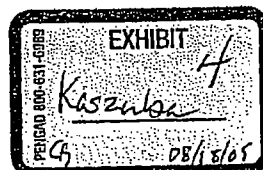


A Bristol-Myers Squibb Company

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BMS - 0009217

HIGHLY CONFIDENTIAL



BMSAWP/0000647



ATENOLOL W/CHLORTHALIDONE  
AWP COMPETITOR ANALYSIS

50/25MG - Apothecon suggested AWP: \$92.58

<u>COMPETITOR</u>	<u>AWP</u>
Tenoretic (Brand)	\$115.84
Geneva	\$92.58
Zenith/Goldline	\$92.60
IPR Pharma	\$80.12
Mylan	\$92.40
Schein	\$92.50

100/25mg - Apothecon suggested AWP: \$129.94

<u>COMPETITOR</u>	<u>AWP</u>
Tenoretic	\$162.59
Geneva	\$129.94
Zenith/Goldline	\$130.05
IPR Pharma	\$112.45
Mylan	\$130.05
Schein	\$129.95

BMY/PLB/007075/0000267

Trade Secret/  
FOIA Confidential

BMS - 0009218

HIGHLY CONFIDENTIAL

BMSAWP/0000648

# ATENOLOL W/ CHLORTHALIDONE PRICING

DESCRIPTION	NDG #	LIST #	DIRECT LIST PRICE	WHOLESALE LIST PRICE	ANTICIPATED AWP*
ATENOLOL W/ CHLORTHALIDONE					
50MG/25MG	59772-2592-	259210	\$77.96	\$74.06	\$92.88
ATENOLOL W/ CHLORTHALIDONE					
100MG/25MG	59772-2593-	259310	\$109.42	\$103.95	\$129.94

\* Anticipated AWP-Actual AWP's are set independently by pricing publishers such as First Data Bank and Redbook.

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BMS - 0008219

GRS:7/16/88

BMY/PL 5/007/07 5/00000288

AWP/Price

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BMSAWP/0000649

1997	50/25 mg		100/25 mg	
	TRx (#00)	% SHARE	TRx (#00)	% SHARE
TENORETIC	304	21%	49	19%
Scheln	436	30%	87	34%
Mylan	433	30%	66	26%
IPR Pharm.	172	12%	31	12%
Mutual Pharm	109	7%	20	8%
Total	1454	100%	253	100%

1997	50/25 mg		100/25 mg	
	NRx (#00)	% SHARE	NRx (#00)	% SHARE
TENORETIC	86	20%	15	19%
Scheln	134	31%	28	35%
Mylan	130	30%	20	25%
IPR Pharm.	49	11%	10	13%
Mutual Pharm	30	9%	7	9%
Total	435	100%	80	100%

1997	50/25 mg		100/25 mg	
	\$ (#00)	% SHARE	\$ (#00)	% SHARE
TENORETIC	11238	53.7%	2789	50.0%
Scheln	3427	16.4%	1240	22.4%
Mylan	2448	11.7%	805	14.4%
IPR Pharm.	1061	5.2%	468	8.4%
Mutual Pharm	574	4.7%	244	4.4%
Other	1762	8.4%	27	0.5%
Total	20828	100%	5580	100%

1998 YTD (Feb)	50/25 mg		100/25 mg	
	TRx (#00)	% SHARE	TRx (#00)	% SHARE
TENORETIC	42	17.6%	7	15.9%
Scheln	90	36.1%	18	40.9%
Mylan	59	25.0%	10	22.7%
IPR Pharm.	22	9.3%	4	9.1%
Mutual Pharm	23	9.7%	5	11.4%
Total	236	100.0%	44	100.0%

YTD 1998 (Feb)	50/25 mg		100/25 mg	
	NRx (#00)	% SHARE	NRx (#00)	% SHARE
TENORETIC	12	16.4%	2	14.3%
Scheln	28	36.4%	8	42.9%
Mylan	18	24.7%	3	21.4%
IPR Pharm.	7	9.5%	1	7.1%
Mutual Pharm	8	11.0%	2	14.3%
Total	73	100.0%	14	100.0%

YTD 1998 (Feb)	50/25 mg		100/25 mg	
	\$ (#00)	% SHARE	\$ (#00)	% SHARE
TENORETIC	1811	57.2%	411	50.7%
Scheln	494	17.2%	213	28.3%
Mylan	308	11.0%	147	18.1%
IPR Pharm.	0	0.0%	0	0.0%
Mutual Pharm	103	0.0%	33	0.0%
Mfr. (Not Stated)	308	10.9%	8	0.7%
Total	2815	100.0%	810	100.0%

BMY/PLB/0071075/0000269

Source: IMS Data

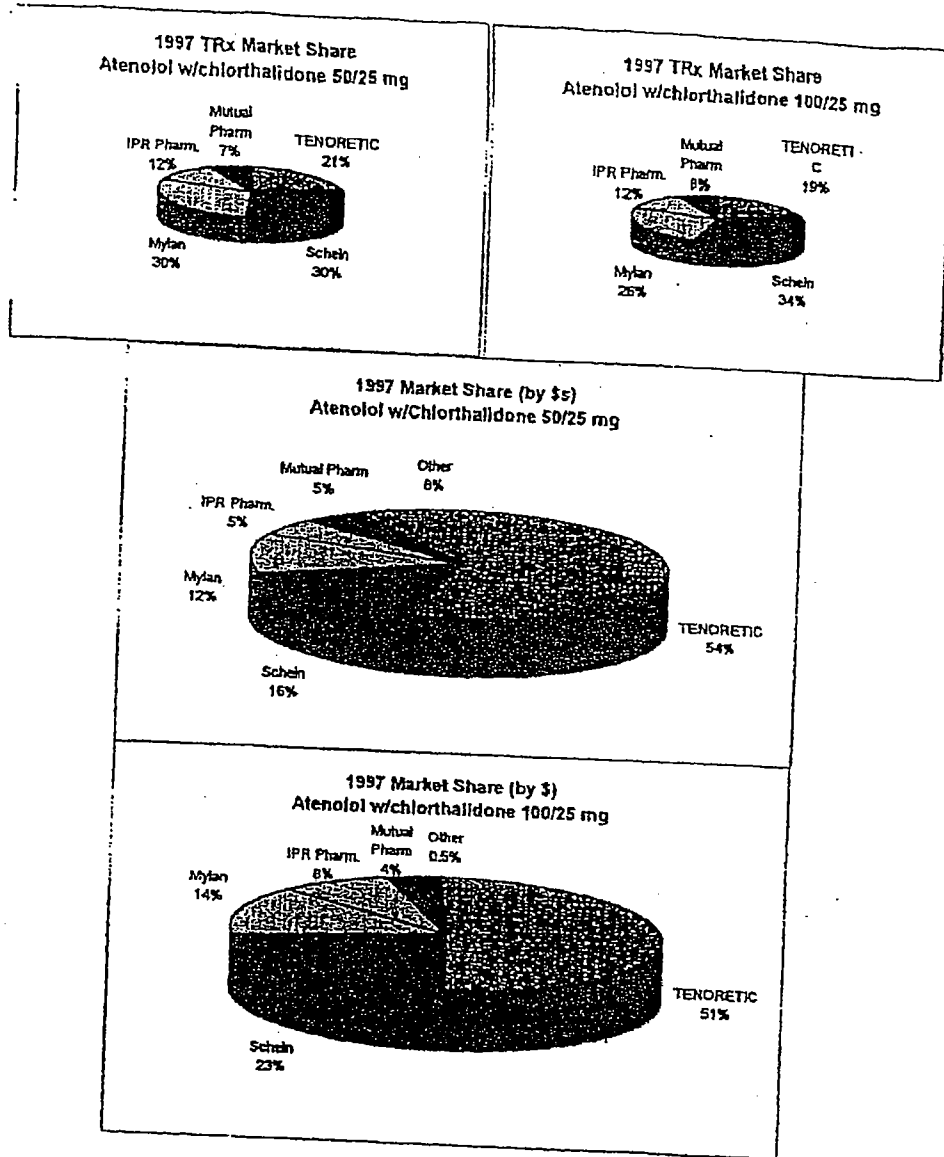
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BMS - 0009220

SHARE.XLS

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BMYP/LB/007/075/0000270

BMS - 0009221

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